

RETAIL ACCOUNT SHARE OF CATEGORY FORM

Account Name: AMERADA HESS CORP.
Address(City & State): WOODBRIDGE, NJ
SIS/CHAIN ID #: 0352XXXX

OF STORES: 474
OF WEEKS: 26
DIVISION #: 1240

Listed below are your AIM sales for the time period from 12/30/96 through 06/29/97 for all brands with a list price of \$9.69 or below.

SAVINGS BRANDS ONLY

Cartons Purchased: 500

R.J.Reynolds
Doral
Magna
Monarch
Sterling
Best Value
Forsyth Private Label
Brand Name - SIGNATURE

75,265
1,387
12,438
490
33

111,438 115,740

Other***
Total R.J. Reynolds

869
204,867
206,169

42% 50.

Total Philip Morris
Total Lorillard
Total BAT
Total Liggett
Other Manufacturers***

108,932
13,284
82,586
981
9,221

26%
3%
20%
1%

GRAND TOTAL OF
ALL MANUFACTURERS:

410,261
+ 4302

100%

PLEASE PROVIDE BACKUP FOR ANY ADJUSTMENTS MADE TO ANY OF THE ABOVE NUMBERS.

414,563

PLEASE CIRCLE RESPONSES!!!

Minimum Level II Merchandising Partner? ☒ Yes / ☐ No
Minimum Level III Merchandising Accrual Partner? ☒ Yes / ☐ No
Must be yes for both to qualify for Doral Payment

	CARTONS	RATE	PAYMENT
DORAL	75,265	X 0.0035 = \$	0.00
Forsyth	111,438	X 0.00 = \$	0.00
TOTAL PAYMENT			26,342.75 0.00

26,342.7

I certify that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R.J.Reynolds Tobacco Company.

Account Manager NAME(PLEASE PRINT)

x *My P. Suter*
Account Manager Approval *AE*

Date 8/14/97

51843 9873